

Please type directly into the tables provided. Boxes will expand to accommodate your response.

Description:	Most Current % off MSRP
Tables	
Conference, Training & Public Work Area	
Laminate Conference Tables	58.2%
Wood Veneer Conference Tables	58.2%
Adjustable Height Work Surfaces	58.2%
Folding Tables	58.2%
Computer Training Tables	58.2%
CRT Data Station Tables	58.2%
Discount for all other categories not listed above	58.2%

Additional Quantity Discounts:

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

If total list price of an order falls between \$10,000 - \$100,000 a 59.1% discount will be applied to the order.

If total list price of an order falls above \$100,000 a 62.0% discount will be applied to the order.

On a case-by-case basis additional discounts can be negotiated for larger projects.

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

15% of net cost of items

Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

\$50 per hour

Shipping/Delivery Costs:

If there are additional costs not already listed in the discount price, please detail them here.

Returns must be approved in writing by The HON Company and are subject to a 25% restock fee in addition to the cost of return freight. Emergency or rush orders that do not fall into our standard lead times are subject to a 3.5% up-charge from list.

Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	30
Non-Stock Items	30

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Seating	Most Current % off MSRP
<i>NOTE: A waiver MUST be obtained from KCI before ordering from this category</i>	
Ergonomic Seating	58.2%
Task Seating	58.2%
Multi-Shift Seating	58.2%
High Performance Seating	58.2%
Big & Tall Seating	58.2%
Big & Tall Multi-Shift Seating	58.2%
Executive Seating	58.2%
Side Chairs	58.2%
Reception/Lounge Seating	58.2%
Stack Chairs	58.2%
High Density Stack Chairs	58.2%
Articulating High Density Stack Chairs	
Steel Folding Chairs	58.2%
Double Shell Chair	58.2%
Discount for all other categories not listed above	58.2%

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15% net cost of items

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\$50 per hour

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Desks & Systems Furniture	<i>Most Current % off MSRP</i>
Wood Veneer Office Furniture	58.2%
Laminate Office Furniture	58.2%
Steel Office Furniture	58.2%
Open Office Systems Furniture	58.2%
Desking Systems	58.2%
Communications Center Workstations	58.2%
Executive Office Systems	58.2%
Discount for all other categories not listed above	58.2%

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\$50 per hour

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Bookcases	Most Current % off MSRP
Laminate:	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	58.2%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	58.2%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	58.2%
36"W X 78"H X 12"D with four (4) Adjustable Shelves	58.2%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	58.2%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	58.2%
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	
Wood:	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	58.2%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	58.2%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	58.2%
36"W X 78"H X 12"D with four (4) Adjustable Shelves	58.2%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	
Steel :	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	58.2%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	58.2%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	
36"W X 78"H X 12"D with four (4) Adjustable Shelves	58.2%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	58.2%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	58.2%
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	
Discount for Categories not listed above	58.2%

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15% of net cost of items

Space Planning/Design Fees:

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\$50 per hour

Shipping/Delivery Costs:

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Laboratory Furniture	<i>Most Current % off MSRP</i>
Seating/Stools	58.2%
Science Tables	58.2%
Microscope Table/Work surfaces	
Laboratory Islands	
Stainless Steel Utility Carts	
Steel Storage Carts	
Wire Shelving	
Discount for items not listed above	58.2%

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Library and Multi-Media Display and Storage	<i>Most Current % off MSRP</i>
Drop Trucks	58.2%
Reading Tables	58.2%
Carrels	
Reference Stands and Kiosks	58.2%
Library Seating	58.2%
Single Face Shelving	
Double Face Shelving	
Custom Shelving	
Display Stands	58.2%
Book Trucks	58.2%
Discount for items not listed above	58.2%

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